

## PRICING

AI/USA proposes the cost table below based on a 520 hours per week schedule.

In collaboration with HMD BID Management, over the **first 90-days of the security program** AI/USA will conduct an assessment of current operations. **AI/USA will propose cost-efficiencies and program effectiveness procedures** to ensure the HMD security program utilizes an optimal security posture.

### PROPOSAL COST TABLE

Position	Wage Rate	Bill Rate	Estimated Weekly Cost*	Average Monthly Cost
Post Commander – Captain (40 HPW)	\$26.00	\$36.67	\$1,466.95	\$6,356.77
Supervisor II - Lieutenant (40 HPW)	\$21.00	\$29.88	\$1,195.04	\$5,178.52
Supervisor I - Sergeant (120 HPW)	\$19.00	\$27.16	\$2,172.56	\$9,414.44
Security Officers (360 HPW)	\$17.00	\$24.44	\$8,797.67	\$38,123.24
Five Android Communication and Reporting Device (phone) equipped with P3 Technologies			\$171.92	\$745.00
Five Bicycles for Bike Patrols			\$69.23	\$300.00
<b>Total Estimated Cost*</b>			<b>\$13,873.38</b>	<b>\$60,117.97</b>

\*Based on a 520 HPW schedule

### HEALTH INSURANCE

For transparency and realized cost savings to our clients, AI/USA does not include healthcare costs into their bill rates. Only should an officer elect to participate in our health insurance options will the HMD be billed. Our current election rate for officers is less than 20%.

Should the HMD need to have health insurance rates included in the bill rates for budgeting or board approval purposes, we can provide revised bill rates to include health insurance costs.

### ANDREWS INTERNATIONAL (AI)/U.S. SECURITY ASSOCIATES (USA) PROPOSAL PRICING INCLUDES:

#### OFFICER BENEFITS

- Competitive Wage Rates
- 40 Hours of Paid Vacation for full-time employees
- Six (6) sick days for all officers

- Direct Deposit
- Recognition and Incentive Programs
- Uniforms at no cost to the employee

#### **ACCOUNT MANAGEMENT**

- Account Management
- 24-hour Field Supervision
- 24/7 Call Center
- Corporate Support
- Personnel Recruitment and Human Resources
- Comprehensive Personnel Background Investigation and Screening Procedures
- Workers' Compensation Insurance

#### **TECHNOLOGY & EQUIPMENT**

- Android Communication and Reporting Device (phone)
- Tour Positive, Security Information Systems, & Incident Management System Suite
- Customer Access to Technology Web Portal

#### **SECURITY OPERATIONS**

- At minimum, Sixteen (16) Hours of On-the-Job Training (Site-specific & Post-specific)
- At minimum, Four (4) Hours of Annual Refresher Training (Site-specific & Post-specific)
- Award-winning Training Program
- CPR/First Aid/AED Training
- Customer-service Training
- Coordination and Communication with BID Patrol and Local Law Enforcement

#### **Notes to Pricing Bill Rates:**

1. Overtime billing rates apply when AI/USA hourly personnel are in working over 8 hours per day or 40 hours per week. AI/USA shall not bill customer for circumstances where it needs to fill a pending open shift (E.g., vacation requests, sick call offs, etc.). Overtime Rates are 1.5x the Hourly Bill Rate.